



JUNIOR SALES ACCOUNT - INTERNSHIP

COMPANY DESCRIPTION

sharingbox is a global leader in the design and production of engaging photo and video experiences on live events. With offices in over 20 countries, we work with most of the major international brands and agencies to create state-of-the-art brand activations and live-communication projects. The experiences we design, provide our clients with spontaneous brand engagement, organic event amplification, valuable user data, and social media presence through user generated content.

JOB DESCRIPTION

To promote activities in our Switzerland offices, we are looking for a Junior Sales Account (German Speaker) to join our work team. The candidate will be enrolled in a training program aimed at transitioning into a long-term contract. The goal of the training path is to acquire autonomy and responsibility in sales activities, including:

- Identification and development of new business opportunities (key events or trade fairs).
- Research and initial contact with new companies/clients, involving business development activities.
- Development of presentations, quoting, and commercial consulting based on client needs, optimizing company results.
- Management of commercial negotiations, working in synergy and supported by the Sales Manager.
- Development and management of commercial relationships with clients in the portfolio.
- Participation in commercial events, matching, and client meetings.
- Management and implementation of the company CRM.

In support of the Country Manager, the trainee will be involved in achieving the goals of acquiring new clients and revenue growth, while keeping our company competitive and innovative.

THE IDEAL CANDIDATE

The Junior Sales Account we are looking for:

- Is a bright graduating student with an entrepreneurial spirit, ambition, and curiosity.
- Possesses excellent communication skills in German and English: both written and verbal. (Mandatory)
- Has strong relationship and commercial skills.
- Demonstrates organizational abilities and can manage complexity.
- Is a proficient communicator, both via email and in person.
- Can work well in a team but also strives for individual results.

The candidate will have the opportunity to speak and participate in meetings with Marketing Managers, Account Directors, Senior Accounts, and CEOs of large companies or communication agencies.

WORK ENVIRONMENT

- Growing as part of a dynamic and ambitious team, actively contributing to the success of sharingbox Switzerland.
- Joining an international success story.
- An informal and youthful office environment that promotes professional and personal growth.
- Being part of a technological and digital company that is shaping the future of communication.

INTERNSHIP INFORMATION

Duration: 6 months

Hours: 42,5h per week

Compensation: paid internship

Type: Mixed (mostly in presence, partially in home-working)

Office location: Lausanne.

We are looking for a start-up mindset.

We are looking for a rock star !